



Utah Education and Telehealth Network

## UETN's Digital Teaching and Learning E-rate Category 2 Program-Executive Summary

The Utah Education and Telehealth Network (UETN) has filed statewide Form 470s and established cooperative purchase agreements for E-rate eligible products and services to support the **Digital Teaching & Learning (DT&L) Grant Program**. These cooperative purchase agreements meet the requirements of the E-rate procurement process and may be used by districts and schools to file E-rate Form 471s to purchase E-rate eligible networking equipment and services.

### Why use the UETN statewide Category 2 procurement contracts?

- Deep negotiated discounts for networking equipment and services
- Contracts are E-rate compliant; which saves time and effort in completing your own RFP process for E-rate Category 2 equipment and services
- DT&L grant funds are stretched by leveraging E-rate funding
- The mini-bid process is much easier than the full E-rate RFP process; no need to publish an RFP and wait the 28 days - simply ask your selected vendors (listed below) for a price quote

(If your preferred vendor is **not** listed for your organization, **please file your own 470 Form** as soon as possible and complete the full E-rate procurement processes.)

### Wireless and Wired Networking vendors for all districts, libraries, head start programs, higher education sites and charter schools:

District / Region	Wireless Vendor 1	Wireless Vendor 2	Wireless Vendor 3	Wireless Vendor 4	Wired Vendor 1	Wired Vendor 2	Wired Vendor 3	Wired Vendor 4
ALPINE	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
BEAVER	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
BOX ELDER	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
CACHE	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
CANYONS	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
CARBON	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-For	Valcom
DAGGETT	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom



We network for education and healthcare

DAVIS	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
DUCHESNE	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
EMERY	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-For	Valcom
GARFIELD	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
GRAND	NetDiv	HWire	Valcom	Pro-HP	CVE	HWire	Pro-For	Valcom
GRANITE	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
IRON	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
JORDAN	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
JUAB	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
KANE	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
LOGAN	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
MILLARD	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
MORGAN	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
MURRAY	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
N. SANPETE	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
N. SUMMIT	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
NEBO	CVE	HWire	Valcom	Pro-HP	CVE	HWire	TekHut	Valcom
OGDEN CITY	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
PARK CITY	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
PIUTE	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
PROVO	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
RICH	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
S. SUMMIT	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
S. SANPETE	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
SALT LAKE	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
SAN JUAN	NetDiv	HWire	Valcom	Pro-HP	CVE	HWire	Pro-For	Valcom
SEVIER	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
TINTIC	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
TOOELE	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
UINTAH	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
WASATCH	CVE	HWire	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
WASHINGTON	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom
WAYNE	CVE	Pro-For	Valcom	Pro-HP	CVE	HWire	Pro-HP	Valcom
WEBER	CVE	HWire	Valcom	Pro-HP	CVE	C-One	HWire	Valcom

CHARTERS	CVE	HWire	NetDiv	Pro-HP	CVE	HWire	NetDiv	TekHut
LIBRARIES	CVE	HWire	NetDiv	TekHut	CVE	C-One	NetDiv	Valcom
HEALTH	CVE	HWire	NetDiv	TekHut	CVE	C-One	HWire	Valcom
HEAD STARTS	CVE	HWire	NetDiv	TekHut	CVE	HWire	NetDiv	Valcom
HIGHER ED	CVE	HWire	NetDiv	TekHut	CVE	C-One	HWire	Valcom

**Vendor abbreviation key for Wireless and Wired vendors:** CVE (Cache Valley Electric-Cisco), C-One (ConvergeOne-Cisco), H-Wire (Xirrus/Ruckus/HP/Brocade), NetDiv (NetDiverse-Ubiquiti), Valcom (HP/Aruba), Pro-For (Proactive-Fortinet), Pro-HP (Proactive-HP/Aruba), TekHut (Aerohive/Juniper).

**Cable and Cable Installation vendors for all organizations:** Burwood, Cache Valley Electric, H-Wire, and Valcom

**Managed Internal Broadband Services vendors for all organizations:** Burwood, Education Networks of America (ENA Ruckus) and NetDiverse

**Client Device Caching vendor for all organizations:** Final Mile (URcast)

**Awarded vendors' contact information:** (request bids only from those listed after the organization name above)

**Burwood Group**  
Thomas Howard  
thoward@burwood.com  
424-254-4885

**Cache Valley Electric**  
Kent Rogers  
krogers@cvetech.com  
801-908-4195

**ConvergeOne**  
Greg Bishop  
gbishop@convergeone.com  
801-743-6224

**Education Networks of America (ENA)**  
Gayle Nelson  
gnelson@ena.com  
615-312-6056

**Final Mile Communications**  
William Seiz  
bill@finalmilecommunications.com  
917-881-9848

**H-Wire**  
Kyle Thompson  
kyle@h-wire.com  
801-573-8324

**NetDiverse**  
Gary Nieboer  
gary@netdiverse.com  
801-657-5484

**Proactive Network Management**  
Manny Jaramillo/Wendy Molteni  
wendy@pnmc.com  
801-355-1099

**Tek-Hut**  
Jeff K. Jolley  
jeff@tek-hut.com  
385-444-7856

**Valcom**  
Samantha Andersen  
sandersen@slcval.com  
801-262-9277

**Mini-Bid Process:**

Districts and charter schools must conduct mini-bids using the UETN cooperative purchase agreements to make their own awards and enter into legally binding agreements with one or more of the winning vendors in each category.

You will need to request bids from the vendors assigned to your organization for each category. You will then evaluate the bids you receive, and make your award to the vendor(s) achieving the highest score(s) from the criteria on your scorecard.

Please remember, **COST** must be the highest percentage used in your evaluation criteria.

**Example Evaluation Scorecard: (please develop criteria that best meets your needs)**

FACTOR	%	VENDOR 1	VENDOR 2	VENDOR 3	VENDOR 4
Cost of ELIGIBLE goods and services	30%				
Local Vendor	25%				
Other cost factors (price of ineligible goods and services, price of replacing incompatible equipment, changing providers, price for breaking contract, etc)	20%				
Management capability	15%				
Prior experience	10%				
TOTAL	100%				

*For more details on the mini-bid process, please see [USAC's mini-bid site](#).*

**If you have any questions relating to the program or process:**

**Dennis Sampson**  
Associate Director  
[dsampson@uen.org](mailto:dsampson@uen.org)  
(801) 585-9037

**Kiera Hamilton**  
Procurement Manager  
[kiera@uen.org](mailto:kiera@uen.org)  
(801) 587-0734

**Cory Stokes**  
Project Manager  
[cory@uen.org](mailto:cory@uen.org)  
(435) 590-8146

**Sabrina Scott**  
State E-rate Coordinator  
[Sabrina.Scott@utah.edu](mailto:Sabrina.Scott@utah.edu)  
(801) 581-3019

**Melinda Talbot**  
E-rate Program Administrator  
[m.talbot@utah.edu](mailto:m.talbot@utah.edu)  
(801) 581-6539